

Have you heard of the Procurement Technical Assistance Center (PTAC)? If not, and you're a business owner, it's likely you'll want to contact them.

The Procurement Technical Assistance Center (PTAC), a program housed under the Governor's Office of Economic Development (GOED), helps companies expand and increase their business by obtaining government contracts. If you think the federal government is ominous and intimidating, you're right. That's why PTAC exists, to help you navigate your way through the morass and land profitable, long-term contracts.

PTAC is important because the federal government purchases over \$500 billion a year in goods and services. State government itself purchases over \$1billion. PTAC wants to help Utah small businesses get as big a piece of the procurement pie as possible. For example, PTAC and others from GOED assisted the Shoshone Economic Development Corporation in landing a multi-million dollar construction contract with Dugway Proving Grounds. Mike Devine, Chief Operating Officer for the Shoshones, said, "PTAC has helped facilitate several 'teaming agreements' between us and other federal contracting companies as well as introduced us to key personnel at Dugway and other federal agencies. PTAC is a state office that really delivers on business development."

One of PTAC's paramount tools is its leading edge bid-match notification system. This program utilizes a custom-designed software system which uses multiple search engines, daily, to find solicitations or bids that match the businesses' profiles that have been set up by PTAC representatives. These PTAC representatives help individual small companies to define their specific product or service, which is compared

by the computer software program to all requests for proposals from agencies of the federal, state and local government. When a match is found it is sent on to the Utah companies that should consider bidding on the contract. Additionally, PTAC conducts workshops, seminars, one-on-one counseling, and joint counseling with other economic development partners, including SBA, SBDC, MEP, Micro Loan Fund and SCORE, to name a few.

Last month, PTAC hosted the first-ever, statewide Procurement Symposium at the SouthTowne Expo Center in Sandy. More than 400 small business owners and representatives participated in breakout seminars, and networked with over 50 booth exhibitors looking for sellers and teaming partners. "Participating in the Procurement Symposium was like two years of marketing in one day," said David Baxter, Program Manager for Carter-Burgess, a booth exhibitor.

PTAC also provided a very important networking opportunity with our "Reverse Tradeshow" model, where many of the large companies and government agencies had booths, complete with contracting officers present, who were willing to discuss possible contracts and subcontracting opportunities between their large company/agency, and the many small business owners visiting their booth.

The Procurement Symposium was so successful that PTAC plans to make this an annual event, so watch for information next year as we plan to hold an even larger and better event. Better yet, don't wait. Call your nearest PTAC representative today!

For more information: www.goed.utah.gov/PT

Utah Procurement Technical

Assistance Centers

Salt Lake, Summit, Daggett, Uintah, and Duchesne Counties (Also Main Office: Utah Procurement Technical Assistance Center) Contact: Fred Lange, Director (801) 538-8733 Chuck Spence, Deputy Director (801) 538-8655

South Salt Lake, Utah and Tooele Counties Contact: Jonnie Wilkinson (801) 957-6076 Cell: (801) 867-9287

Utah and Wasatch Counties Contact: Cory Holley (801) 863-8713 Cell: (801) 830-9088

Box Elder, Cache and Rich Counties Contact: Kent Watson (435) 752-7242 Juab, Millard, Sevier, Sanpete, Piute, and Wayne Counties Contact: Kent Christensen (435) 896-9222 Ext. 35

Carbon, Emery, Grand and San Juan Counties Contact: Delia Paletta (435) 637-5444 Ext. 408 or: Cory Holley (801) 863-8713 or Cell: (801) 830-9088

Iron, Garfield and Beaver Counties Contact: Joni Anderson (435) 586-5400

Washington and Kane Counties Contact: Debi Barmonde (435) 652-7741

Weber, Davis and Morgan Counties Contact: Kori Ann Edwards (801) 593-2250

